Unofficial Copy C2

ENROLLED BILL

1998 Regular Session

(8lr2224)

-- Economic and Environmental Affairs/Economic Matters --

Introduced by Senators Collins, Craig, Dyson, Hollinger, Sfikas, Stoltzfus, and Teitelbaum Teitelbaum, Conway, and Middleton

Read and Examined by Proofreaders:

Proofreader.

Proofreader.

Sealed with the Great Seal and presented to the Governor, for his approval this _____ day of ______ at _____ o'clock, ____M.

President.

CHAPTER____

1 AN ACT concerning

2

Real Estate Licensing Reform Act

3 FOR the purpose of providing for the form and content of the written disclosure of

4 representation that is required of real estate licensees in residential real estate

5 transactions; providing when and under what conditions real estate licensees

6 may act as dual agents in residential real estate transactions; establishing

7 standard duties that real estate licensees owe to clients or customers in

8 residential real estate transactions <u>requirements to which licensees must comply</u>

9 *in providing real estate services*; establishing requirements for brokerage

10 agreements in residential real estate transactions; providing that this Act

11 supersede the common law of the State under certain circumstances;

12 authorizing the Real Estate Commission to adopt regulations to carry out this

13 Act; clarifying the relationship between a licensee and a common source

14 <u>information agency;</u> defining certain terms; providing for a delayed effective

15 date for certain provisions of this Act; providing that certain regulations shall be

16 *adopted by a certain date; providing for certain presumed agency relationships;*

- 1 and generally relating to standards for real estate licensees in residential real
- 2 estate transactions.
- 3 BY repealing and reenacting, without amendments,
- 4 Article Business Occupations and Professions
- 5 Section 17-322(a) <u>17-101(a)</u>
- 6 Annotated Code of Maryland
- 7 (1995 Replacement Volume and 1997 Supplement)
- 8 BY repealing and reenacting, with amendments,
- 9 Article Business Occupations and Professions
- 10 Section 17-528 <u>17-101(1)</u>, (m), and (n), <u>17-528</u>, and 17-529
- 11 Annotated Code of Maryland
- 12 (1995 Replacement Volume and 1997 Supplement)

13 BY adding to

- 14 Article Business Occupations and Professions
- 15 Section 17 322(a); 17 528 through 17 531 and 17 533 through 17 537 to be
- 16 Section 17-101(1); 17-528 and 17-529 and 17-531 through 17-535 to be under
- 17 the new part "Part III. Duties of Licensees"
- 18 Annotated Code of Maryland
- 19 (1995 Replacement Volume and 1997 Supplement)
- 20 SECTION 1. BE IT ENACTED BY THE GENERAL ASSEMBLY OF
- 21 MARYLAND, That the Laws of Maryland read as follows:

22

Article - Business Occupations and Professions

- 23 17 322.
- 24 [(a)] (A) (1) [In this section, "handicap" and "familial status" each have
 25 the meanings indicated in the Federal Fair Housing Act.] IN THIS SECTION THE
 26 FOLLOWING WORDS HAVE THE MEANINGS INDICATED.

27 (2) "BROKERAGE AGREEMENT" HAS THE MEANING INDICATED IN § 28 17-528 OF THIS TITLE.

29 (3) "FAMILIAL STATUS" HAS THE MEANING INDICATED IN THE FEDERAL 30 FAIR HOUSING ACT.

31(4)"HANDICAP" HAS THE MEANING INDICATED IN THE FEDERAL FAIR32HOUSING ACT.

- 33 <u>17-101.</u>
- 34 (a) In this title the following words have the meanings indicated.

1 2		ISEE" MEANS A LICENSED REAL ESTATE BROKER, A LICENSED ESTATE BROKER, OR A LICENSED REAL ESTATE SALESPERSON.
3 4	[(l)] (M) in this State or elsew	(1) <u>"Real estate" means any interest in real property that is located</u> here.
5	<u>(2)</u>	"Real estate" includes:
6		(i) <u>an interest in a condominium; and</u>
7 8	defined in § 11A-101	(<i>ii</i>) <u>a time-share estate or a time-share license, as those terms are</u> of the Real Property Article.
9 10	[(m)] (N) brokerage services.	"Real estate broker" means an individual who provides real estate
	[(n)] (O) with and acting on b services.	<u>"Real estate salesperson" means an individual who, while affiliated</u> ehalf of a real estate broker, provides real estate brokerage
14	[17-529.] 17-527.1.	
15 16		ction applies to a real estate broker who purchases errors and that provides coverage to the associate real estate brokers and

17 the real estate salespersons who are affiliated with or employed by the real estate

18 broker.

19 (b) A real estate broker shall provide immediate notice of a discontinuance of 20 the broker's errors and omissions insurance to those associate real estate brokers and 21 real estate salespersons who were covered under the broker's policy.

22 PART III. DUTIES OF LICENSEES.

23 17-528.

24 (A) IN THIS PART III OF THIS SUBTITLE THE FOLLOWING WORDS HAVE THE 25 MEANINGS INDICATED.

26 (B) "AGENCY RELATIONSHIP" MEANS EACH RELATIONSHIP IN WHICH A
27 LICENSEE ACTS FOR OR REPRESENTS ANOTHER PERSON WITH THE PERSON'S
28 AUTHORITY IN A RESIDENTIAL REAL ESTATE TRANSACTION.

29 (C) "BROKER" MEANS A LICENSED REAL ESTATE BROKER, INCLUDING A
30 CORPORATION, LIMITED LIABILITY COMPANY, PARTNERSHIP, OR SOLE
31 PROPRIETORSHIP THROUGH WHICH A LICENSED REAL ESTATE BROKER PROVIDES
32 REAL ESTATE BROKERAGE SERVICES UNDER § 17-321 OF THIS TITLE.

(D) "BROKERAGE AGREEMENT" MEANS A WRITTEN AGREEMENT BETWEEN A
 BROKER AND A CLIENT TO PROVIDE REAL ESTATE BROKERAGE SERVICES UNDER A
 BROKERAGE RELATIONSHIP.

(E) "BROKERAGE RELATIONSHIP" MEANS AN AGENCY RELATIONSHIP UNDER
 A BROKERAGE AGREEMENT BETWEEN A CLIENT AND A BROKER WHO HAS BEEN
 ENGAGED BY THE CLIENT TO PROVIDE REAL ESTATE BROKERAGE SERVICES IN A
 RESIDENTIAL REAL ESTATE TRANSACTION.

5 (F) "CLIENT" MEANS A PERSON WHO HAS ENTERED INTO A BROKERAGE 6 AGREEMENT WITH A BROKER UNDER A BROKERAGE RELATIONSHIP.

7 (G) (1) "COMMON SOURCE INFORMATION COMPANY" MEANS ANY PERSON,
8 ENTITY, OR BUSINESS THAT IS A SOURCE, COMPILER, OR SUPPLIER OF INFORMATION
9 REGARDING RESIDENTIAL REAL ESTATE FOR SALE OR LEASE OR OTHER DATA.

10 (2) "COMMON SOURCE INFORMATION COMPANY" INCLUDES A MULTIPLE 11 LISTING SERVICE.

12 (H) "CONFIDENTIAL INFORMATION" INCLUDES INFORMATION THAT:

(1) THE SELLER OR LESSOR WILL ACCEPT A PRICE OR RENT LESS THAN
 THE PRICE OR RENT AS SET FORTH IN THE BROKERAGE AGREEMENT OR WILL
 ACCEPT TERMS OTHER THAN THOSE CONTAINED IN THE BROKERAGE AGREEMENT;

THE BUYER OR LESSEE IS WILLING TO PAY A PRICE OR RENT HIGHER
 THAN THE PRICE OR RENT THE BUYER OR LESSEE OFFERED OR WILL ACCEPT TERMS
 OTHER THAN THOSE CONTAINED IN THE OFFER OF THE BUYER OR LESSEE;

(3) DISCLOSES THE MOTIVATION OF A BUYER, LESSEE, SELLER, OR
 LESSOR OR THE NEED OR URGENCY OF A SELLER TO SELL, A BUYER TO BUY, A
 LESSEE TO LEASE, OR A LESSOR TO LEASE;

22 (4) DISCLOSES ANY FACTS THAT LED THE SELLER TO SELL, THE BUYER 23 TO BUY, THE LESSEE TO LEASE, OR THE LESSOR TO LEASE; OR

24 (5) RELATES TO THE NEGOTIATING STRATEGY OF A CLIENT.

25 (I) "LICENSEE" MEANS A LICENSED REAL ESTATE BROKER, LICENSED
 26 ASSOCIATE REAL ESTATE BROKER, OR LICENSED REAL ESTATE SALESPERSON, AS
 27 DEFINED IN § 17 101 OF THIS TITLE.

28 (J) (I) "MINISTERIAL ACT" MEANS ACTS WHICH AN AGENT PERFORMS ON
29 BEHALF OF A CLIENT PRIOR TO OR FOLLOWING THE EXECUTION OF A CONTRACT OF
30 SALE OR LEASE THAT ALSO ASSIST ANOTHER PERSON TO COMPLETE OR FULFILL A
31 CONTRACT OF SALE OR LEASE WITH THE AGENT'S CLIENT AND WHICH DO NOT
32 INVOLVE DISCRETION OR THE EXERCISE OF THE AGENT'S OWN JUDGMENT <u>AN ACT</u>
33 THAT:

 34
 (1)
 A LICENSEE PERFORMS ON BEHALF OF A CLIENT BEFORE AND

 35
 AFTER THE EXECUTION OF A CONTRACT OF SALE OR LEASE;

36 (2) ASSISTS ANOTHER PERSON TO COMPLETE OR FULFILL A CONTRACT
 37 OF SALE OR LEASE WITH THE CLIENT OF THE LICENSEE; AND

1 (3) DOES NOT INVOLVE DISCRETION OR THE EXERCISE OF THE 2 LICENSEE'S OWN JUDGMENT.

3 (K) "STANDARD DUTY" MEANS A DUTY OR OBLIGATION OF A LICENSEE WHO
 4 ACTS FOR OR REPRESENTS A CLIENT IN AN AGENCY RELATIONSHIP AS PROVIDED IN
 5 THIS PART III OF THIS SUBTITLE.

6 (L) (J) "SUBAGENT" INCLUDES A COOPERATING AGENT WHO ACTS ON 7 BEHALF OF A CLIENT OF ANOTHER BROKER.

8 (M) (K) "TIMELY" MEANS A REASONABLE TIME UNDER THE PARTICULAR 9 FACTS AND CIRCUMSTANCES.

10 17-529.

11 (A) THIS PART III OF THIS SUBTITLE APPLIES ONLY TO:

12 (1) THE SALE OR LEASE OF REAL PROPERTY IMPROVED BY ONE, TWO, 13 THREE, OR FOUR SINGLE-FAMILY UNITS; AND

14 (2) UNIMPROVED REAL PROPERTY ZONED FOR RESIDENTIAL USE BY
15 THE LOCAL ZONING AUTHORITY OF THE COUNTY OR MUNICIPALITY IN WHICH THE
16 REAL PROPERTY IS LOCATED.

17 (B) THIS PART III OF THIS SUBTITLE DOES NOT APPLY TO A LEASE OF 125 18 DAYS OR LESS.

19 17-530.

20 IT IS THE INTENT OF THE GENERAL ASSEMBLY THAT THIS TITLE SHALL

21 ABROGATE AND SUPERSEDE THE COMMON LAW OF THE STATE ONLY TO THE EXTENT

22 THAT THEY ARE INCONSISTENT.

23 17-531.

24 THE COMMISSION MAY ADOPT REGULATIONS TO CARRY OUT THIS PART III OF 25 THIS SUBTITLE.

26 [17-528.] 17-532. <u>17-530.</u>

27 (a) (1) In this section the following words have the meanings indicated.

28 (2) "Buyer's agent" means a licensed real estate broker, licensed 29 associate real estate broker, or licensed real estate salesperson who represents a 30 prospective buyer or lessee in the acquisition of real estate for sale or for lease.

31 (3) "Cooperating agent" means a licensed real estate broker, licensed
32 associate real estate broker, or licensed real estate salesperson who:

is not affiliated with or is not acting as the listing real estatebroker for a property; and

1 assists a prospective buyer or lessee as a subagent of the listing (ii) 2 real estate broker, in the acquisition of real estate for sale or for lease.

3 (4)["Designated dual agent"] "INTRA-COMPANY AGENT" means a

4 licensed associate real estate broker or licensed real estate salesperson who has been

5 designated by the real estate broker who the associate real estate broker or licensed

6 real estate salesperson is affiliated with to act as a dual agent on behalf of a seller or

7 lessor or buyer or lessee in the purchase, sale, or lease of real estate that is listed with 8 the real estate broker.

9 "Dual agent" means a licensed real estate broker, licensed associate (5)10 real estate broker, or licensed real estate salesperson who acts as an agent for both 11 the seller and the buyer or the lessor and the lessee in the same real estate

12 transaction.

13 (6) "Seller's agent" means a licensed real estate broker, licensed 14 associate real estate broker, or licensed real estate salesperson who:

15 (i)

is affiliated with or acts as the listing broker for real estate; and

assists a prospective buyer or lessee in the acquisition of real 16 (ii) estate for sale or for lease. 17

18 A licensee who participates in a residential real estate transaction as (b) (1)19 a seller's agent, buyer's agent, or as a cooperating agent shall disclose in writing that 20 the licensee represents the seller or lessor or the buyer or lessee.

21 The disclosure shall occur not later than the first scheduled (2)22 face-to-face contact with the seller or lessor or the buyer or lessee.

23 (3) In any residential real estate transaction involving a (i) 24 cooperating agent as defined in this section, it shall be the obligation of the 25 cooperating agent to make the written disclosure to the buyer or lessee required 26 under this section.

27 In any residential real estate transaction that does not involve a (ii) 28 cooperating agent as defined in this section, it shall be the obligation of the seller's 29 agent, as defined in this section, to make the written disclosure to the buyer or lessee 30 required under this section.

31 In any residential real estate transaction involving a buyer's agent, it (4) 32 shall be the obligation of the buyer's agent to make the written disclosure to the seller 33 or lessor or the agent of the seller or lessor as required under this section.

34 (5) The written disclosure shall explain:

35 the differences between a seller's agent, buyer's agent, (i) 36 cooperating agent, [and] dual agent, AND INTRA-COMPANY AGENT;

1 (ii) the duties of a licensee to exercise reasonable care and diligence 2 and maintain confidentiality;

3 (iii) [that unless a licensee agrees to assist a buyer as a buyer's 4 agent or, dual agent, the licensee represents the seller] THAT AN AGENT A LICENSEE 5 WHO (+) ASSISTS A BUYER OR LESSEE IN LOCATING RESIDENTIAL REAL ESTATE FOR 6 PURCHASE OR LEASE AND (2) IS NOT IS NEITHER AFFILIATED WITH OR IS NOT NOR 7 ACTING AS THE LISTING REAL ESTATE BROKER FOR ANY REAL ESTATE SHOWN OR 8 LOCATED, IS PRESUMED TO BE ACTING AS A BUYER'S AGENT ON BEHALF OF THE 9 PROSPECTIVE BUYER OR LESSEE. UNLESS EITHER THE AGENT LICENSEE OR THE 10 PROSPECTIVE BUYER OR LESSEE EXPRESSLY DECLINES TO HAVE THE AGENT 11 LICENSEE ACT AS A BUYER'S AGENT; 12 (iv) that regardless of who a licensee represents in a real estate 13 transaction, the licensee has a duty to treat each party fairly, promptly present each 14 written offer and counteroffer, respond truthfully to each question, disclose all 15 material facts [that are known or should be known] relating to a property, and offer 16 each property without discrimination; 17 that a licensee is gualified to advise only on real estate matters (v) 18 and that legal or tax advice should be obtained from a licensed attorney or 19 accountant: 20 the need for an agreement with a seller's agent, buyer's agent, (vi) 21 or dual agent to be in writing and to include the duties and obligations of the agent, 22 how and by whom the agent will be compensated, and any fee-sharing arrangements 23 with other agents; 24 the duty of a buyer's agent to assist in the: (vii) 25 evaluation of a property, including the provision of a 1. 26 market analysis of the property; and 27 2. preparation of an offer on a property and to negotiate in 28 the best interests of the buyer; 29 (viii) the possibility that a dual agency may arise in a real estate 30 transaction and the options that would become available to the buyer and seller or 31 lessee and lessor; and 32 that any complaints concerning a licensee may be filed with the (ix) 33 State Real Estate Commission. 34 (c) Except as otherwise provided in subsection (d) of this section, a licensed 35 real estate broker, licensed associate real estate broker, or licensed real estate salesperson may not act as a dual agent in this State. 36 37 (d) (1)If a licensed real estate broker or a designee of the real estate (i) 38 broker obtains the written informed consent of all parties to a real estate transaction,

39 the real estate broker may act as a dual agent in the transaction.

When acting as a dual agent in a real estate transaction, a real

3 4 5 6	estate broker or a designee of the real estate broker shall assign a licensed associate real estate broker or licensed real estate salesperson affiliated with the real estate broker to act as the [designated dual] INTRA-COMPANY agent on behalf of the seller or lessor and another licensed associate real estate broker or licensed real estate salesperson affiliated with the real estate broker to act as the [designated dual] INTRA-COMPANY agent on behalf of the buyer or lessee.
10 11	(iii) 1. Except as otherwise required by this title and except to the [designated dual] INTRA-COMPANY agent's real estate broker or a designee of the real estate broker, [a designated dual] AN INTRA-COMPANY agent may not disclose information that a seller or buyer in a real estate transaction requests to remain confidential.
15	2. Except as otherwise required by this title, the real estate broker or the designee of the real estate broker ACTING AS THE DUAL AGENT may not disclose confidential information to the buyer or seller or the [buyer] BUYER'S or seller's [dual] INTRA-COMPANY agent in the same real estate transaction.
19	(iv) If a real estate broker offers any financial bonuses to licensees affiliated with the broker for the sale or lease of real property listed with the real estate broker, the real estate broker shall provide to each party to a real estate transaction a statement that discloses that financial bonuses are offered.
23 24 25 26	(V) AN INTRA-COMPANY AGENT REPRESENTING THE SELLER OR BUYER MAY PROVIDE THE SAME SERVICES TO THE CLIENT AS AN EXCLUSIVE AGENT FOR THE SELLER OR BUYER, INCLUDING ADVISING THE CLIENT AS TO PRICE AND NEGOTIATION STRATEGY, PROVIDED THAT THE INTRA-COMPANY AGENT HAS MADE THE APPROPRIATE DISCLOSURES TO THE CLIENT AND THE CLIENT HAS CONSENTED, <u>AS REQUIRED BY THIS SECTION</u> , TO DUAL AGENCY REPRESENTATION AS REQUIRED IN THIS SECTION.
30	(VI) THE PROVISIONS OF THE SERVICES SPECIFIED IN THIS SUBSECTION MAY NOT BE CONSTRUED TO BE A BREACH OF DUTY OF THE AGENT <u>LICENSEE</u> , PROVIDED THAT THE AGENT <u>LICENSEE</u> HAS COMPLIED WITH THE DUTIES SPECIFIED IN <u>§ 17-534</u> <u>§ 17-522</u> OF THIS SUBTITLE.
32 33	(2) The written consent shall identify each property for which the real estate broker will serve as a dual agent.
34	(3) The written consent shall include a statement that:
35 36	(i) the real estate broker receives compensation on the sale of a property listed only by the broker;
	(ii) as a dual agent the real estate broker represents both the seller and the buyer and there may be a conflict of interest because the interests of the seller and the buyer may be different or adverse;

(ii)

8

,	,	SERATE DILL 041
	1 (iii) as a 2 loyalty to either the seller or the buy	dual agent the real estate broker does not owe undivided yer;
4	4 disclose information that a seller or	ept as otherwise required by this title, a dual agent may not buyer in a real estate transaction requests to seller in the same real estate transaction;
7 8	7 buyer that the seller will accept a pr	ess authorized by the seller, a dual agent may not tell a rice lower than the listing price or accept terms ting agreement or suggest that the seller accept buyer;
1 12	11 seller that the buyer is willing to pa	ess authorized by the buyer, a dual agent may not tell a ay a price higher than the price the buyer offered ntained in the offer of the buyer or suggest that presence of the seller;
	14(vii)a du15or the need or urgency of a seller to	al agent may not disclose the motivation of a buyer or seller o sell or a buyer to buy;
		ept as otherwise required by this title, if the information is disclose any facts that lead the seller to sell;
1	18 (ix) the	buyer or seller does not have to consent to the dual agency;
	19 (x) the 20 and	buyer or seller has voluntarily consented to the dual agency;
	21 (xi) the 22 seller.	terms of the dual agency are understood by the buyer or
		AUSE OF ACTION MAY NOT ARISE AGAINST A LICENSEE FOR GENCY RELATIONSHIP AS PROVIDED BY THIS SECTION.
		UAL AGENT DOES NOT TERMINATE ANY BROKERAGE NY REQUIRED DISCLOSURE OF DUAL AGENCY.
2 2 2	28 MAY WITHDRAW FROM REPR	ANY RESIDENTIAL REAL ESTATE TRANSACTION, A LICENSEE ESENTING A CLIENT WHO REFUSES TO CONSENT TO A ND TO TERMINATE THE BROKERAGE RELATIONSHIP
32 32	32 LICENSEE TO CONTINUE TO R 33 NOR TO LIMIT THE LICENSEE	E WITHDRAWAL MAY NOT PREJUDICE THE ABILITY OF THE REPRESENT THE OTHER CLIENT IN THE TRANSACTION, FROM REPRESENTING THE CLIENT WHO REFUSED THE ANSACTIONS NOT INVOLVING DUAL AGENCY.
		al Estate Commission shall require a licensed real al estate broker, or licensed real estate salesperson

36 estate broker, licensed associate real estate broker, or licensed real estate salesperson37 who participates in a residential real estate transaction to utilize a standard

1 disclosure form in each real estate transaction that includes the information specified 2 in subsection (b)(5) of this section.

(2) The Real Estate Commission shall require a licensed real estate

4 broker who acts as a dual agent and a licensed real estate associate broker or licensed

5 real estate salesperson who acts as [a designated dual] AN INTRA-COMPANY agent in 6 a real estate transaction to utilize a standard consent form that includes the

7 information specified in subsection (d)(3) of this section.

8 (f) (1) The State Real Estate Commission shall prepare and provide a copy 9 of:

10 (i) the standard disclosure form required under subsection (b) of 11 this section to each licensee in this State; and

12 (ii) the standard consent form required under subsection (d) of this 13 section to each licensee in this State.

14 (2) The disclosure form and the consent form shall be:

15 (i) written in a clear and coherent manner using words with 16 common and everyday meanings;

17 (ii) appropriately divided and captioned by their various sections; 18 and

19 (iii) printed in at least 10 point type.

20 [(g) The provisions of this section apply only to residential real estate 21 transactions of 1, 2, 3, or 4 single-family units.

22 (h) This section does not apply to a lease of 125 days or less.

23 (i) The Commission may adopt regulations to implement the provisions of this24 section.]

25 17 533. <u>17-531.</u>

26 (A) A LICENSEE PROVIDING REAL ESTATE BROKERAGE SERVICES IN AN
 27 AGENCY RELATIONSHIP SHALL HAVE THE STANDARD DUTIES PROVIDED IN § 17-534
 28 OF THIS SUBTITLE.

(B) THIS PART III OF THIS SUBTITLE DOES NOT PROHIBIT A LICENSEE AND A
 CLIENT FROM AGREEING IN WRITING TO A BROKERAGE RELATIONSHIP <u>ENTERING A</u>
 <u>BROKERAGE AGREEMENT</u> THAT IMPOSES ON A LICENSEE DUTIES AND OBLIGATIONS
 IN ADDITION TO THE STANDARD DUTIES PROVIDED IN § 17-534 <u>AND OBLIGATIONS</u>
 <u>SPECIFIED IN § 17-532</u> OF THIS SUBTITLE.

10

1 17 534. <u>17-532.</u>

2 (A) ALL REAL ESTATE AGENTS, INCLUDING SELLERS' AGENTS, BUYERS'
3 AGENTS, COOPERATING AGENTS, DUAL AGENTS, AND INTRA-COMPANY AGENTS,
4 OWE THE FOLLOWING STANDARD DUTIES TO THEIR CLIENTS:

5 (1) AN AGENT SHALL PERFORM IN ACCORDANCE WITH THE TERMS OF 6 THE AGENCY AGREEMENT;

7 (2) AN AGENT SHALL PROMOTE THE INTERESTS OF THE CLIENT BY:

8 (I) SEEKING A SALE OR LEASE OF REAL ESTATE AT A PRICE OR
9 RENT AND ON TERMS AGREED ON IN THE AGENCY AGREEMENT OR AT A PRICE OR
10 RENT AND ON TERMS ACCEPTABLE TO THE CLIENT;

(II) PRESENTING IN A TIMELY MANNER ALL WRITTEN OFFERS OR
 COUNTEROFFERS TO AND FROM THE CLIENT, EVEN WHEN THE REAL ESTATE IS
 SUBJECT TO AN EXISTING CONTRACT OF SALE OR LEASE, UNLESS OTHERWISE
 AGREED UPON IN THE AGENCY AGREEMENT;

15(3)AN AGENT IS NOT REQUIRED TO SEEK ADDITIONAL OFFERS TO16PURCHASE OR LEASE REAL ESTATE WHILE THE REAL ESTATE IS SUBJECT TO AN17EXISTING CONTRACT OF SALE OR LEASE, UNLESS OTHERWISE AGREED ON IN THE18AGENCY AGREEMENT;

19(4)AN AGENT SHALL DISCLOSE TO THE CLIENT ALL MATERIAL FACTS20AS REQUIRED UNDER § 17-322 OF THIS SUBTITLE;

(5) AN AGENT MAY NOT DISCLOSE CONFIDENTIAL INFORMATION
 RECEIVED FROM OR ABOUT THE CLIENT TO ANY OTHER PARTY OR THAT PARTY'S
 AGENT, UNLESS THE CLIENT CONSENTS IN WRITING TO THE DISCLOSURE OF THE
 CONFIDENTIAL INFORMATION:

(6) AN AGENT WHO RECEIVES CONFIDENTIAL INFORMATION FROM OR
ABOUT ANOTHER PAST OR PRESENT CLIENT OF THE AGENT OR OF THE AGENT'S
BROKER MAY NOT DISCLOSE THAT CONFIDENTIAL INFORMATION TO ANY OTHER
CLIENT OF THE AGENT OR BROKER, OR TO ANY OTHER PARTY OR THE OTHER PARTY'S
AGENT, UNLESS THE CLIENT TO WHOM THE CONFIDENTIAL INFORMATION RELATES
CONSENTS IN WRITING TO THE DISCLOSURE OF THE CONFIDENTIAL INFORMATION;
(7) AN INTRA COMPANY AGENT MAY DISCLOSE CONFIDENTIAL

32 INFORMATION TO THE BROKER OR DUAL AGENT UNDER WHOM THE
33 INTRA-COMPANY AGENT WORKS, BUT THE BROKER OR DUAL AGENT MAY NOT
34 DISCLOSE THAT CONFIDENTIAL INFORMATION TO THE OTHER PARTY OR THE
35 INTRA COMPANY AGENT FOR THE OTHER PARTY, AS PROVIDED IN § 17 532(D) OF
36 THIS SUBTITLE;

37 (8) AN AGENT SHALL TREAT ALL PARTIES TO THE TRANSACTION
 38 HONESTLY AND FAIRLY AND ANSWER ALL QUESTIONS TRUTHFULLY;

12	SENATE BILL 641							
	1 (9) AN AGENT SHALL ACCOUNT FOR IN A TIMELY MANNER ALL TRUST 2 MONEY RECEIVED;							
3 (10)	AN AGENT SHALL EXERCISE REASONABLE CARE AND DILIGENCE;							
4 (11)	AN AGENT SHALL COMPLY WITH:							
5	(I) ALL REQUIREMENTS OF THIS TITLE;							
	6 (II) ALL APPLICABLE FEDERAL, STATE, AND LOCAL FAIR HOUSING 7 LAWS AND REGULATIONS; AND							
8	(III) ALL OTHER APPLICABLE LAWS AND REGULATIONS;							
10 UNDER A PRESUME	<u>SECTION, "CLIENT" INCLUDES A PROSPECTIVE BUYER OR LESSEE</u> ED BUYER'S AGENCY RELATIONSHIP OR A PRESUMED LESSEE'S ISHIP AS DESCRIBED IN § 12-533 OF THIS SUBTITLE.							
	NSEE SHALL COMPLY WITH THE PROVISIONS OF THIS SECTION REAL ESTATE BROKERAGE SERVICES.							
14 <u>(C)</u> <u>(1)</u>	<u>A LICENSEE SHALL:</u>							
15 16 <u>AGREEMENT;</u>	(I) ACT IN ACCORDANCE WITH THE TERMS OF THE BROKERAGE							
17	(II) <u>PROMOTE THE INTERESTS OF THE CLIENT BY:</u>							
18 19 <i>OR RENT SPECIFIE</i> 20 <i>ACCEPTABLE TO T</i>	<u>1.</u> <u>SEEKING A SALE OR LEASE OF REAL ESTATE AT A PRICE</u> <u>D IN THE BROKERAGE AGREEMENT OR AT A PRICE OR RENT</u> <u>HE CLIENT;</u>							
21 22 <u>SPECIFIED IN THE .</u> 23 <u>CLIENT; AND</u>	<u>2.</u> <u>SEEKING A SALE OR LEASE OF REAL ESTATE ON TERMS</u> BROKERAGE AGREEMENT OR ON TERMS ACCEPTABLE TO THE							
26 COUNTEROFFERS	<u>3.</u> <u>UNLESS OTHERWISE SPECIFIED IN THE BROKERAGE</u> ENTING IN A TIMELY MANNER ALL WRITTEN OFFERS OR TO AND FROM THE CLIENT, EVEN IF THE REAL ESTATE IS ISTING CONTRACT OF SALE OR LEASE;							
28 29 <u>UNDER § 17-322 OF</u>	(III) <u>DISCLOSE TO THE CLIENT ALL MATERIAL FACTS AS REQUIRED</u> THIS SUBTITLE;							
	(IV) <u>TREAT ALL PARTIES TO THE TRANSACTION HONESTLY AND</u> ER ALL QUESTIONS TRUTHFULLY;							
32 33 <u>RECEIVED;</u>	(V) IN A TIMELY MANNER ACCOUNT FOR ALL TRUST MONEY							
34	(VI) EXERCISE REASONABLE CARE AND DILIGENCE; AND							

1	<u>(VII)</u>	<u>COMPI</u>	Y WITH ALL:
2		<u>1.</u>	<u>REQUIREMENTS OF THIS TITLE;</u>
3 4 <i>LAWS AND REGULA</i>	A <i>TIONS;</i>	<u>2.</u> <u>AND</u>	APPLICABLE FEDERAL, STATE, AND LOCAL FAIR HOUSING
5		<u>3.</u>	OTHER APPLICABLE LAWS AND REGULATIONS.
8 ABOUT A CLIENT T	T DISCL O ANY (<u>OSE CON</u> DTHER PA	LIENT CONSENTS IN WRITING TO THE DISCLOSURE, A NFIDENTIAL INFORMATION RECEIVED FROM OR ARTY OR LICENSEE ACTING AS THE AGENT OF TATIVE OF THAT PARTY.
12 INFORMATION, A L 13 ABOUT THE LICEN	<u>TS IN WI</u> LICENSE VSEE'S O	RITING T EE WHO I WN PAST	LIENT TO WHOM THE CONFIDENTIAL INFORMATION O A DISCLOSURE OF THAT CONFIDENTIAL RECEIVES CONFIDENTIAL INFORMATION FROM OR T OR PRESENT CLIENT OR A PAST OR PRESENT ER MAY NOT DISCLOSE THAT INFORMATION TO:
15	<u>(I)</u>	<u>ANY OF</u>	F THE LICENSEE'S OTHER CLIENTS;
16	<u>(II)</u>	<u>ANY OF</u>	THE CLIENTS OF THE LICENSEE'S BROKER;
17	<u>(III)</u>	ANY OT	<u>THER PARTY;</u>
18	<u>(IV)</u>	ANY LI	CENSEE ACTING AS AN AGENT FOR ANOTHER PARTY; OR
19	<u>(V)</u>	<u>ANY RE</u>	EPRESENTATIVE OF ANOTHER PARTY.
-	REQUIR	ED TO SI	RWISE SPECIFIED IN THE BROKERAGE AGREEMENT, A EEK ADDITIONAL OFFERS TO PURCHASE OR LEASE TATE IS SUBJECT TO AN EXISTING CONTRACT OF
26 <u>AGENT WORKS BU</u> 27 <u>CONFIDENTIAL IN</u>	<u>THE BR</u> T THE B FORMA	OKER OF ROKER (TION TO	PANY AGENT MAY DISCLOSE CONFIDENTIAL R DUAL AGENT FOR WHOM THE INTRACOMPANY OR DUAL AGENT MAY NOT DISCLOSE THAT THE OTHER PARTY OR THE INTRACOMPANY S PROVIDED IN § 17-530(D).
29 (12) 30 OBLIGATION TO 7	(<u>D)</u> THE CLI		ENT <u>A LICENSEE</u> DOES NOT BREACH ANY DUTY OR
3132 BUYERS OR LESS	(I) EES;	SHOWI	NG OTHER AVAILABLE PROPERTIES TO PROSPECTIVE
22		DEDDE	

33 (II) REPRESENTING OTHER CLIENTS WHO HAVE OR ARE LOOKING
 34 FOR SIMILAR PROPERTIES FOR SALE OR LEASE;

1(III)REPRESENTING OTHER SELLERS OR LESSORS WHO HAVE2SIMILAR PROPERTIES TO THAT SOUGHT BY THE BUYER OR LESSEE; AND

(IV) SHOWING THE BUYER OTHER AVAILABLE PROPERTIES.

4 (B) (E) THIS TITLE DOES NOT LIMIT IN ANY WAY THE PROVISIONS OF THE
5 MARYLAND RESIDENTIAL PROPERTY DISCLOSURE ACT UNDER <u>THE APPLICABILITY</u>
6 <u>OF</u> § 10-702 OF THE REAL PROPERTY ARTICLE.

7 (C) (F) THE STANDARD DUTIES SPECIFIED IN <u>REQUIREMENTS OF</u> THIS
8 SECTION ARE IN ADDITION TO ANY OTHER DUTIES REQUIRED OF THE AGENT BY LAW
9 THAT ARE NOT INCONSISTENT WITH THESE DUTIES.

10 (\oplus) (G) THE STANDARD DUTIES SPECIFIED IN THIS SECTION MAY NOT BE 11 WAIVED OR MODIFIED.

12 (E) (H) A LICENSEE WHO PERFORMS MINISTERIAL ACTS FOR A PERSON MAY 13 NOT BE CONSTRUED TO:

14 (1) VIOLATE THE LICENSEE'S DUTIES TO THE CLIENT, PROVIDED THAT
15 THE CLIENT HAS CONSENTED IN THE BROKERAGE AGREEMENT TO THE LICENSEE'S
16 PROVISION OF MINISTERIAL ACTS; OR

(2) FORM AN AGENCY RELATIONSHIP BETWEEN THE LICENSEE AND
 THE OTHER PERSON <u>THE PERSON FOR WHOM THE MINISTERIAL ACTS ARE</u>
 <u>PERFORMED</u>.

20 17-535. <u>17-533.</u>

(A) AN AGENT <u>A LICENSEE</u> WHO (1) ASSISTS A PROSPECTIVE BUYER OR
LESSEE IN LOCATING RESIDENTIAL REAL ESTATE FOR PURCHASE OR LEASE AND (2)
IS NOT <u>IS NEITHER</u> AFFILIATED WITH OR IS NOT <u>NOR</u> ACTING AS THE LISTING REAL
ESTATE BROKER FOR ANY REAL ESTATE SHOWN OR LOCATED, IS PRESUMED TO BE
ACTING AS THE BUYER'S OR LESSEE'S AGENT REPRESENTING THE BUYER OR LESSEE
UNLESS EITHER THE AGENT <u>LICENSEE</u> OR THE BUYER OR LESSEE EXPRESSLY
DECLINES TO HAVE THE AGENT <u>LICENSEE</u> ACT AS A BUYER'S OR LESSEE'S AGENT.

28 (B) A PRESUMED BUYER'S OR LESSEE'S AGENCY RELATIONSHIP SHALL BE 29 TERMINATED IF:

30 (1) EITHER THE BUYER/LESSEE <u>BUYER, LESSEE, OR AGENT LICENSEE</u>
 31 EXPRESSLY STATES THAT THEY <u>A</u> WISH TO TERMINATE THE PRESUMED AGENCY
 32 RELATIONSHIP; OR

33 (2) THE BUYER/LESSEE AND THE AGENT ENTER INTO A WRITTEN
 34 AGENCY AGREEMENT LICENSEE AND EITHER THE BUYER OR THE LESSEE ENTER
 35 INTO A BROKERAGE AGREEMENT.

14

(C) THE BUYER OR LESSEE <u>MAY DOES</u> NOT HAVE AN OBLIGATION TO
 CONTINUE TO WORK WITH THE AGENT <u>LICENSEE</u> OR TO PAY THE AGENT <u>LICENSEE</u>
 WHILE ACTING UNDER A PRESUMED BUYER'S AGENCY RELATIONSHIP.

4 (D) <u>A LICENSEE WHO IS ACTING AS</u> A PRESUMED BUYER'S OR LESSEE'S AGENT
5 MAY SHOW AND ASSIST THE BUYER <u>OR LESSEE</u> ONLY ON REAL ESTATE THAT IS NOT
6 LISTED BY THE AGENT'S BROKER <u>BROKER OF THAT LICENSEE</u>.

7 (E) BEFORE THE AGENT LICENSEE MAY SHOW OR ASSIST THE BUYER OR
8 LESSEE IN LOCATING REAL ESTATE LISTED FOR SALE BY THE BROKER WITH WHOM
9 THE AGENT LICENSEE IS AFFILIATED, THE AGENT LICENSEE SHALL DISCLOSE TO
10 THE PROSPECTIVE BUYER OR LESSEE THAT THE AGENT LICENSEE REPRESENTS THE
11 SELLER OR LESSOR FOR THAT REAL ESTATE AS PROVIDED IN § 17-530(B)
12 OF THIS SUBTITLE.

13 (F) AN AGENT <u>A LICENSEE</u> MAY REPRESENT THE PROSPECTIVE BUYER OR
 14 LESSEE FOR SUCH REAL ESTATE AS AN INTRA-COMPANY AGENT PROVIDED THAT:

15 (1) THE AGENT <u>LICENSEE</u> HAS EXECUTED A WRITTEN CONSENT FOR
 16 DUAL AGENCY AGREEMENT; AND

17 (2) THE AGENT <u>LICENSEE</u> HAS MADE THE NECESSARY DISCLOSURE AND
 18 OBTAINED CONSENT AS REQUIRED BY <u>§ 17-532(D)</u> <u>§ 17-530(D)</u>.

(G) BEFORE THE AGENT LICENSEE MAY PRESENT AN OFFER TO PURCHASE OR
LEASE OR NEGOTIATE THE PURCHASE OR LEASE OF REAL ESTATE, THE PRESUMED
BUYER'S OR LESSEE'S AGENCY MUST BE TERMINATED AND THE BUYER OR LESSEE
AND THE AGENT LICENSEE SHALL ENTER INTO A WRITTEN AGENCY AGREEMENT TO
HAVE BROKERAGE AGREEMENT FOR THAT AGENT LICENSEE TO ACT AS AN
EXCLUSIVE BUYER'S OR LESSEE'S AGENT OR AS AN INTRA-COMPANY AGENT FOR
THE BUYER OR LESSEE.

26 (H) THE <u>LICENSEE ACTING AS THE</u> PRESUMED BUYER'S OR LESSEE'S AGENT
27 HAS THE STANDARD DUTIES OF A BUYER'S OR LESSEE'S AGENT, AS REQUIRED BY §
28 17-534 OF THIS SUBTITLE AND AS STATED IN THE REQUIRED DISCLOSURE FORM
29 UNDER § 17 532 OF THIS SUBTITLE <u>SHALL COMPLY WITH § 17-532 OF THIS SUBTITLE</u>
30 <u>AND HAS THE DUTIES STATED IN THE REQUIRED DISCLOSURE FORM UNDER § 17-530</u>
31 <u>OF THIS SUBTITLE</u>.

32 (I) AT THE FIRST MEETING OF THE AGENT <u>LICENSEE</u> AND THE BUYER OR
 33 LESSEE, THE AGENT <u>LICENSEE</u> SHALL:

34 (1) ORALLY ADVISE THE PROSPECTIVE BUYER OR LESSEE THAT THE
35 AGENT <u>LICENSEE</u> WILL ACT AS THE BUYER'S OR LESSEE'S AGENT IN LOCATING
36 RESIDENTIAL REAL ESTATE UNLESS THE BUYER OR LESSEE DECLINES THE AGENCY;
37 AND

38 (2) PROVIDE THE PROSPECTIVE BUYER OR LESSEE WITH A COPY OF THE
 39 DISCLOSURE FORM REQUIRED BY <u>\$ 17-532</u> <u>§ 17-530</u> OF THIS SUBTITLE, BUT THE

AGENT <u>LICENSEE</u> IS NOT REQUIRED TO OBTAIN THE SIGNATURE OF THE BUYER OR
 LESSEE BEFORE OR DURING THE PRESUMED AGENCY RELATIONSHIP.

3 (J) AN AGENT <u>A LICENSEE</u> ACTING AS A PRESUMED BUYER'S AGENT SHALL
4 ORALLY DISCLOSE THAT FACT TO THE SELLER OR LESSOR OR THE <u>LICENSEE ACTING</u>
5 <u>AS THE</u> AGENT OF THE SELLER OR LESSOR AT THEIR FIRST CONTACT.

6 17 536. <u>17-534.</u>

7 (A) EXCEPT AS PROVIDED IN <u>§ 17-535</u> § <u>17-533</u> OF THIS SUBTITLE, A
8 BROKERAGE RELATIONSHIP COMMENCES AT THE TIME THAT A CLIENT ENTERS INTO
9 A BROKERAGE AGREEMENT AND SHALL CONTINUE UNTIL:

10 (1) THE COMPLETION OF PERFORMANCE IN ACCORDANCE WITH THE 11 BROKERAGE AGREEMENT; OR

12 (2) THE EARLIER OF:

13 (I) ANY DATE OF EXPIRATION AS AGREED ON BY THE PARTIES IN
14 THE BROKERAGE AGREEMENT OR IN ANY AMENDMENTS TO THE BROKERAGE
15 AGREEMENT;

16 (II) ANY MUTUALLY AGREED ON TERMINATION OF THE 17 BROKERAGE RELATIONSHIP;

18 (III) A DEFAULT BY ANY PARTY UNDER THE TERMS OF THE19 BROKERAGE AGREEMENT; OR

20

(IV) A TERMINATION UNDER <u>§ 17-532</u> § <u>17-530</u> OF THIS SUBTITLE.

21 (B) THE BROKERAGE AGREEMENT SHALL:

22 (1) HAVE A DEFINITE TERMINATION DATE THAT IS EFFECTIVE 23 AUTOMATICALLY WITHOUT NOTICE FROM THE CLIENT;

24 (2) STATE THE AMOUNT OF COMPENSATION TO BE PAID TO THE BROKER
25 AND WHETHER THE BROKER IS AUTHORIZED TO RECEIVE THE COMPENSATION
26 FROM A PERSON OTHER THAN THE CLIENT;

27 (3) STATE WHETHER THE BROKER IS AUTHORIZED TO COOPERATE WITH
28 OTHER BROKERS AND SHARE COMPENSATION WITH THE OTHER BROKERS AND THE
29 AMOUNT OF THE COMPENSATION;

30(4)EXPLAIN THE EVENTS OR CONDITIONS THAT WILL ENTITLE THE31BROKER TO A COMMISSION OR OTHER COMPENSATION; AND

32 (5) CONTAIN A PROVISION FOR THE CANCELLATION OF THE
 33 BROKERAGE RELATIONSHIP BY EITHER THE CLIENT OR THE BROKER.

34 (C) EXCEPT AS OTHERWISE PROVIDED IN THE BROKERAGE AGREEMENT, A
 35 LICENSEE SHALL HAVE NO FURTHER DUTIES OR OBLIGATIONS TO A CLIENT AFTER

1 THE TERMINATION, EXPIRATION, OR COMPLETION OF PERFORMANCE OF THE 2 BROKERAGE RELATIONSHIP, EXCEPT TO:

3 (1) ACCOUNT FOR ALL TRUST MONEY IN THE LICENSEE'S POSSESSION 4 IN ACCORDANCE WITH THIS TITLE; AND

5 (2) EXCEPT AS OTHERWISE PROVIDED BY THIS TITLE OR ANOTHER LAW,
6 KEEP CONFIDENTIAL ALL PERSONAL AND FINANCIAL INFORMATION RECEIVED
7 FROM THE CLIENT DURING THE COURSE OF THE BROKERAGE RELATIONSHIP AND
8 ANY OTHER INFORMATION THAT THE CLIENT REQUESTS DURING THE BROKERAGE
9 RELATIONSHIP TO BE KEPT CONFIDENTIAL, UNLESS:

10 (I) THE CLIENT CONSENTS IN WRITING TO THE DISCLOSURE OF 11 THE INFORMATION; OR

12 (II) THE INFORMATION BECOMES PUBLIC FROM A SOURCE OTHER 13 THAN THE LICENSEE.

14 (D) THE PAYMENT OR PROMISE OF PAYMENT OF COMPENSATION TO A
15 LICENSED REAL ESTATE BROKER BY A SELLER, LESSOR, BUYER, OR LESSEE, OR BY A
16 LICENSEE ACTING FOR A SELLER, LESSOR, BUYER, OR LESSEE:

17 (1) IS NOT DETERMINATIVE OF WHETHER A BROKERAGE RELATIONSHIP 18 HAS BEEN CREATED OR EXISTS; AND

19 (2) DOES NOT CREATE OR DETERMINE THE EXISTENCE OF A
 20 BROKERAGE RELATIONSHIP BETWEEN A BROKER AND A SELLER, LESSOR, BUYER,
 21 LESSEE, OR LICENSEE.

22 17 537. <u>17-535.</u>

23 (A) EXCEPT AS OTHERWISE PROVIDED IN THE BROKERAGE AGREEMENT, A
24 LICENSEE MAY NOT BE DEEMED TO BE AN AGENT OR SUBAGENT OF OR TO HAVE AN
25 AGENCY RELATIONSHIP WITH A COMMON SOURCE INFORMATION COMPANY <u>SOLELY</u>
26 <u>BY REASON OF A LICENSEE'S PARTICIPATION IN A COMMON SOURCE INFORMATION</u>
27 <u>COMPANY</u>.

(B) A LICENSEE MAY NOT BE DEEMED TO BE AN AGENT OR SUBAGENT OF ANY
(B) CLIENT OF ANOTHER BROKER SOLELY BY REASON OF A LICENSEE'S PARTICIPATION
(C) IN OR USE OF A COMMON SOURCE INFORMATION COMPANY.

31 (C) <u>A COMMON SOURCE INFORMATION COMPANY MAY NOT RESTRICT ACCESS</u>
 32 <u>TO ITS SERVICES TO ANY LICENSEE SOLELY BASED ON THE SIZE OR TYPE OF</u>
 33 <u>LICENSEE.</u>

34 SECTION 2. AND BE IT FURTHER ENACTED, That the regulations and code

35 of ethics adopted by the Real Estate Commission shall be consistent with this Act. If

36 any provision of the regulations or code of ethics conflicts with this Act as of the

37 effective date of this Act, the Commission shall amend the provision of the regulations

38 or code of ethics to comply with this Act.

- 1 <u>SECTION 3. AND BE IT FURTHER ENACTED</u>, That any regulations that the
- 2 Commission adopts to carry out the provisions of this Act shall be adopted no later
 3 than January 1, 1999.
- 4 <u>SECTION 4. AND BE IT FURTHER ENACTED</u>, That Section 3 of this Act shall 5 <u>take effect July 1, 1998.</u>
- 6 SECTION 3. 5. AND BE IT FURTHER ENACTED, That Sections 1 and 2 of this
- 7 Act shall take effect January 1, 1999 except that the provisions of § 17 531 of the
- 8 Business Occupations and Professions of this Act shall take effect on July 1, 1999.